

Monthly Market Stats

- ⇒ Franklin tops the charts in the number of single family closings this month, while Brentwood has the highest average price.
- ⇒ Franklin had 5% more closings and 2.5% decrease in median price over August of last year.
- ⇒ Number of residential closings in Brentwood decreased by 10% while median price increased 9.5% in August 2014 over August of 2013.
- ⇒ Sales are brisk throughout the county in residential, condominium and land sales.

For information regarding this report please contact:

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Statistics At A Glance

The median sales price for a single-family home was \$380,000 in August of 2014, a decrease of 2.5% under August 2013, and a 12% increase over 2012.

The number of single-family residential closings increased by 8.1% in August 2014 compared to August 2013. There was a 20.7% increase over August 2012.

Condo closings in August 2014 were down 24% over August 2013, with median price relatively unchanged.

AUGUST 2014

| | Closings | Med. Price | Avg. Price | DOM |
|--------|----------|------------|------------|-----|
| Res. | 478 | 380,000 | 444,236 | 57 |
| Condo. | 31 | 207,000 | 222,140 | 56 |
| Land | 27 | 200,000 | 375,111 | 244 |

AUGUST 2013

| | Closings | Med. Price | Avg. Price | DOM |
|--------|----------|------------|------------|-----|
| Res. | 442 | 389,950 | 456,517 | 61 |
| Condo. | 41 | 206,925 | 212,057 | 60 |
| Land | 23 | 179,955 | 354,298 | 180 |

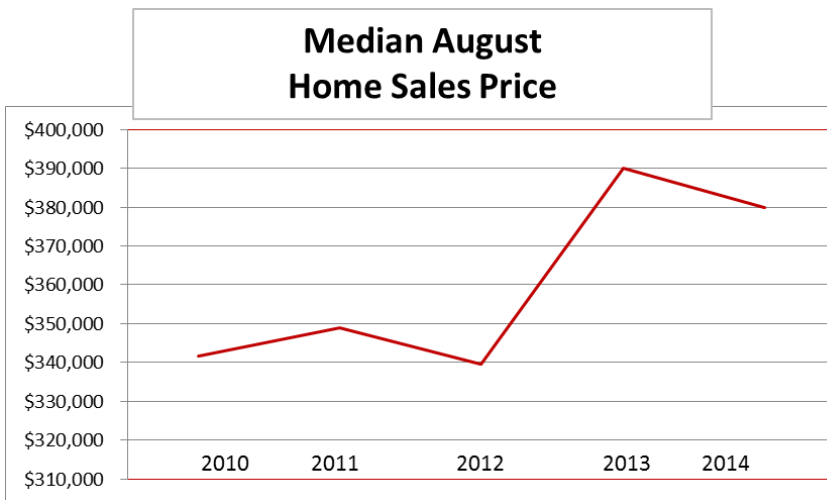
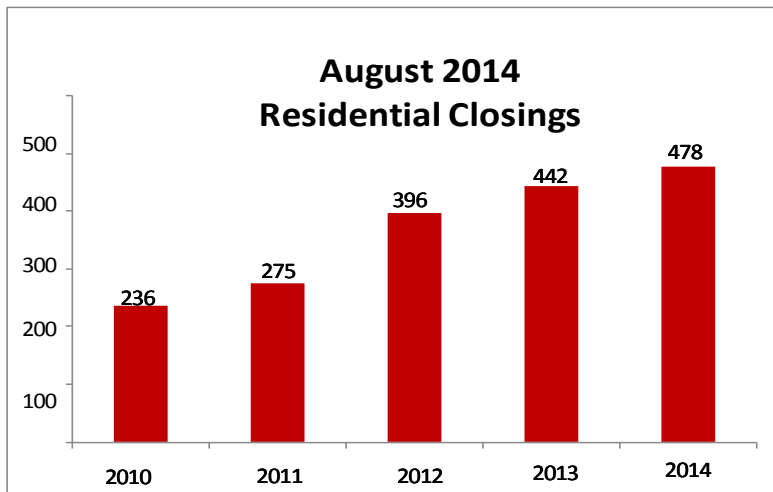
AUGUST 2012

| | Closings | Med. Price | Avg. Price | DOM |
|--------|----------|------------|------------|-----|
| Res. | 396 | 339,450 | 402,867 | 79 |
| Condo. | 34 | 174,000 | 196,916 | 75 |
| Land | 25 | 142,000 | 290,967 | 162 |

Communities Quick View

| City | Closings | Average Price | Median Price | DOM | Inventory | Pending |
|-------------------|----------|---------------|--------------|-----|-----------|---------|
| Brentwood | 83 | \$ 775,613 | \$ 630,000 | 59 | 347 | 80 |
| Fairview | 15 | \$ 175,415 | \$ 173,769 | 66 | 79 | 16 |
| Franklin | 203 | \$ 434,233 | \$ 389,000 | 56 | 735 | 192 |
| Nolensville | 41 | \$ 360,083 | \$ 360,245 | 51 | 120 | 33 |
| Spring Hill | 80 | \$ 298,983 | \$ 284,508 | 61 | 178 | 82 |
| Thompsons Station | 45 | \$ 297,576 | \$ 257,900 | 49 | 161 | 39 |

Market Snapshot



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Autumn and Winter Slowdown

by Lawrence Yun, PhD., Chief Economist and Senior Vice President on September 2, 2014

- The economy is growing, jobs are being created, and interest rates are still unimaginably low. Naturally, home sales are expected to rise. But the typical business activity of a REALTOR® will be falling as the autumn approaches.
- Every year as the school year begins homes sales invariably decline in September from August. In the past 15 years, the average decline has been 16.4 percent. In October, home sales generally hold on. Then in November, home sales dip again, by 8 percent generally. December figures tend to match the low November figures. Because of the dark, cold weather spanning most of the country, January is not pretty for home sales, with an average plunge of 27 percent. Sunlight then flickers in February with a small rise. Much stronger activity then arises in March and April and into the summer months.
- Despite the weaker business opportunities in the upcoming autumn and winter months, media headlines on home sales are likely to show an upturn and possible strengthening conditions based on NAR home sales releases. What gives? [Read More](#)

Across the Nation and Next Door– What does the current market mean to you?

Look at how other area markets are performing compared to Williamson County...

- Williamson County– 478 Residential Closings- \$380,000 Median Price
- Davidson County– 902 Residential Closings- \$205,000 Median Price
- Rutherford County– 463 Residential Closings- \$170,000 Median Price
- Wilson County– 220 Residential Closings- \$230,500 Median Price
- Maury County– 139 Residential Closing s- \$160,000 Median Price
- Sumner County– 289 Residential Closings- \$208,765 Median Price